

HOTELS, MOTELS AND RESORTS

NAME OF PROPERTY: _____

COUNTY ____ BOOK ____ MAP ____ PARCEL ____ (IF THIS IS AN ECONOMIC UNIT, LIST THE LEAD PARCEL)

TOTAL NO. OF ROOMS: ____ RESTAURANT: (Y / N) ____ LOUNGE: (Y / N) ____ MEETING ROOMS: (Y / N) ____

AVERAGE DAILY RATE = \$ _____. ATTACH COPY OF CURRENT ROOM/RENT RATES IF AVAILABLE.

INCOME DATA SUMMARY: PROVIDE LATEST THREE YEAR HISTORY.

ANNUAL OCCUPANCY RATE FOR THE PAST THREE YEARS:

LAST YEAR: ____ = ____% SECOND YEAR: ____ = ____% THIRD YEAR: ____ = ____%

	Last Year	Two Years Ago	Three Years Ago
	Year: ____	Year: ____	Year: ____
POTENTIAL GROSS INCOME (100% OCCUPANCY) =	\$ ____	\$ ____	\$ ____
VACANCY AND COLLECTION LOSS (ACTUAL)	- ____	- ____	- ____
ADJUSTED GROSS INCOME	= ____	____	____
FOOD AND BEVERAGE INCOME	+ ____	+ ____	+ ____
TELEPHONE INCOME	+ ____	+ ____	+ ____
OTHER INCOME (SERVICE, MISC., ETC.)	+ ____	+ ____	+ ____
EFFECTIVE GROSS INCOME	= ____	____	____
TOTAL OF ALL EXPENSES	- ____	- ____	- ____
NET OPERATING INCOME	= \$ ____	\$ ____	\$ ____

NOTE: IF THE PROPERTY IS SUBJECT TO A TIMESHARE PLAN (IN WHOLE OR IN PART) REFER TO A.R.S. §§ 42-13451 THROUGH 42-13454.

ADDITIONAL INFORMATION / REMARKS

NOTE: You may submit any additional documents to support the income and expense information.

HOTELS, MOTELS AND RESORTS EXPENSE DATA

PROVIDE THREE YEAR HISTORY

NOTE: FOR PROPER ANALYSIS, ALL EXPENSES REPORTED SHOULD BE THE **ACTUAL** AMOUNT INCURRED EACH YEAR.

DISALLOWED EXPENSES: DEPRECIATION, MORTGAGE DEBT SERVICE and PROPERTY TAX (effective tax rate will be added to the capitalization rate).

	Last Year Year _____	Two Years Ago Year: _____	Three Years Ago Year: _____
<u>DEPARTMENTAL EXPENSES</u>			
ROOM EXPENSES	\$ _____	\$ _____	\$ _____
FOOD AND BEVERAGE EXPENSES	_____	_____	_____
TELEPHONE EXPENSES	_____	_____	_____
OTHER (DESCRIBE: _____)	_____	_____	_____
<u>ADMINISTRATIVE EXPENSES</u>			
MANAGEMENT FEES	_____	_____	_____
FRANCHISE FEES	_____	_____	_____
ADVERTISING / PROMOTION	_____	_____	_____
ADMINISTRATIVE / SALARIES	_____	_____	_____
<u>PROPERTY OPERATING EXPENSES</u>			
UTILITIES	_____	_____	_____
INSURANCE	_____	_____	_____
BLDG. MAINTENANCE AND REPAIRS	_____	_____	_____
PARKING LOT AND COMMON AREA	_____	_____	_____
SERVICE CONTRACTS	_____	_____	_____
JANITORIAL	_____	_____	_____
SUPPLIES	_____	_____	_____
OTHER (DESCRIBE: _____)	_____	_____	_____
<u>MAJOR REPLACEMENTS / REPAIRS</u> (From Pg. 3)			
	_____	_____	_____
TOTAL OF ALL EXPENSES =	\$ _____	\$ _____	\$ _____

NOTE: Attach any additional documents necessary to itemize expenses or replacements not sufficiently explained above.

LAST YEAR

MAJOR REPLACEMENT / REPAIRS

	DATE	TOTAL COST	÷	AVG. LIFE (YRS)	=	ANNUAL AMT.
HEATING / COOLING	_____	\$ _____	÷	_____	=	\$ _____
ROOFING	_____	\$ _____	÷	_____	=	\$ _____
FLOOR COVERINGS	_____	\$ _____	÷	_____	=	\$ _____
APPLIANCES / WATER HEATER	_____	\$ _____	÷	_____	=	\$ _____
PAINTING (MULTI-UNIT)	_____	\$ _____	÷	_____	=	\$ _____
OTHERS						
(DESCRIBE: _____	_____	\$ _____	÷	_____	=	\$ _____
_____)						
TOTAL FOR LAST YEAR					=	\$ _____

TWO YEARS AGO

MAJOR REPLACEMENT / REPAIRS

	DATE	TOTAL COST	÷	AVG. LIFE (YRS)	=	ANNUAL AMT.
HEATING / COOLING	_____	\$ _____	÷	_____	=	\$ _____
ROOFING	_____	\$ _____	÷	_____	=	\$ _____
FLOOR COVERINGS	_____	\$ _____	÷	_____	=	\$ _____
APPLIANCES / WATER HEATER	_____	\$ _____	÷	_____	=	\$ _____
PAINTING (MULTI-UNIT)	_____	\$ _____	÷	_____	=	\$ _____
OTHERS						
(DESCRIBE: _____	_____	\$ _____	÷	_____	=	\$ _____
_____)						
TOTAL FOR TWO YEARS AGO					=	\$ _____

THREE YEARS AGO

MAJOR REPLACEMENT / REPAIRS

	DATE	TOTAL COST	÷	AVG. LIFE (YRS)	=	ANNUAL AMT.
HEATING / COOLING	_____	\$ _____	÷	_____	=	\$ _____
ROOFING	_____	\$ _____	÷	_____	=	\$ _____
FLOOR COVERINGS	_____	\$ _____	÷	_____	=	\$ _____
APPLIANCES / WATER HEATER	_____	\$ _____	÷	_____	=	\$ _____
PAINTING (MULTI-UNIT)	_____	\$ _____	÷	_____	=	\$ _____
OTHERS						
(DESCRIBE: _____	_____	\$ _____	÷	_____	=	\$ _____
_____)						
TOTAL FOR THREE YEARS AGO					=	\$ _____

NOTE: Attach any additional documents necessary to itemize expenses or replacements not sufficiently explained above.